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1	•		Page 1
2	IN THE UNITED STATE	ES DISTRICT COURT	
3	FOR THE DISTRICT	r of delaware	į
4	C.A. No. 04-	-1300-SLR	
5			
6	ETHYPHARM S.A. FRANCE)	
7	and ETHYPHARM S.A. SPAIN) .	
8	Plaintiffs)	
9	vs.) .	
10	BENTLEY PHARMACEUTICALS,)	
11	INC.,)	
12	Defendant)	
13			
14			
15	Deposition of Yve	s Liorzou	
16	Washington,	D.C.	
17	July 7, 20	06	
18			
19			
20	Reported by: Bonnie L. R	usso	
21	JOB NO. 6730		

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1 AF	PPEARANCES:	1 THE VIDEOGRAPHER: On the record		
2 Fo	r the Plaintiffs	2 with Tape Number 1 of the videotaped deposition		
3	DWIGHT P. BOSTWICK, Esq.	3 of Yves Liorzou taken by the defendant in the		
4	JONATHAN D. FINE, Esq.	4 matter of Ethypharm S.A. France and Ethypharm		
5	BAACH ROBINSON & LEWIS	5 S.A. Spain versus Bentley Pharmaceuticals,		
6	1201 F Street, NW	6 Incorporated, in the United States District		
7	Suite 500	7 Court for the District of Delaware. Civil		
. 8	Washington, D.C. 20004	8 Action Number 04-1300 SLR. This deposition is		
9	202-659-7865	9 being held at the law offices of Baach Robinson		
10		10 & Lewis located at 1201 F Street, Northwest in		
11 For the Defendant		11 Washington, D.C. on July 7, 2006 at		
12	VERONICA C. ABREU, Esq.	12 approximately 9:03 a.m.		
13	JOSEPH P. MINGOLLA, Esq.	13 My name is T.J. O'Toole representing		
14	EDWARDS ANGELL PALMER & DODGE, LLP	14 Esquire Deposition Services. I am the		
15	111 Huntington Avenue	15 certified legal video specialist. The court		
16	Boston, MA 02199	16 reporter is Bonnie Russo also representing		
17	617-239-0100	17 Esquire Deposition Services.		
18		18 Will counsel please introduce		
19 Also Present: Valerie Texier, Interpreter		19 themselves and indicate which parties they		
20	T.J. O'Toole, Videographer	20 represent.		
21		21 MS. ABREU: I am Veronica Abreu. I		

2 (Pages 2 to 5)

- 1 represent Bentley Pharmaceuticals and with me
- 2 is my colleague Joe Mingolla also representing
- 3 Bentley Pharmaceuticals.
- 4 MR. BOSTWICK: My name is Dwight
- 5 Bostwick. I am representing Ethypharm, both
- 6 plaintiffs in this action and with me is
- 7 Jonathan Fine who will be in and out of the
- 8 deposition I anticipate.
- 9 THE VIDEOGRAPHER: Thank you. Will
- 10 the interpreter please identify herself for the 11 record.
- 12 THE INTERPRETER: My name is Valerie
- 13 Texier. I am the French interpreter.
- 14 THE VIDEOGRAPHER: Will the court
- 15 reporter please swear in the interpreter.
- 16 VALERIE TEXIER, the interpreter,
- 17 after first being duly sworn by the Notary
- 18 Public, interpreted the proceedings as follows:
- 19 THE VIDEOGRAPHER: Will the
- 20 interpreter please assist the court reporter in
- 21 swearing in the witness.

1 L-I-O-R-Z-O-U.

- Q. Thank you. And would you also mind3 stating your residential address and spelling
- 4 that for the record.
- 5 A. My residence is in France. It's 16
- 6 Rue Roger Robereau. Roger is written
- 7 R-O-G-E-R. Robereau is written
- 8 R-O-B-E-R-E-A-U. And it's in St. Germain. St.
- 9 Germain, G-E-R-M-A-I-N, France.
- 10 Q. Have you been deposed before in an
- 11 American case?
- 12 A. No.
- 13 Q. Let me just review some basics of
- 14 what an American deposition is like with you.
- 15 As you know, I will be asking you
- 16 some questions today. We ask that you please
- 17 respond verbally so that the court reporter can 18 take it down.
- 19 A. Okay.
- 20 Q. Because if you just nod your head or
- 21 go like this she will have a hard time

Page 7

- 1 YVES LIORZOU,
- 2 was called for examination by counsel and,
- 3 after having been duly sworn by the Notary, was
- 4 examined and testified as follows:
- 5 EXAMINATION BY COUNSEL FOR DEFENDANT
- 6 BY MS. ABREU:
- 7 Q. Good morning, Mr. Liorzou. Thank
- 8 you very much for coming all the way to the
- 9 United States so that we could depose you here
- 10 today. As I mentioned before my name is
- 11 Veronica Abreu. I, with my colleague, Joe Ming
- 12 represent Bentley Pharmaceuticals, the
- 13 defendant in this action. As you know the
- 14 plaintiffs are Ethypharm Spain and Ethypharm
- 15 France represented by Mr. Bostwick and Mr. 16 Fine.
- 17 Would you state and if you haven't18 done so already spell your full name for the
- 20 A. My name is Yves Liorzou. It's

19 record.

21 written Yves, Y-V-E-S and Liorzou is

Page 9

Page 8

- 1 recording that.
- 2 If at any point I ask you a question 3 that seems unclear, please let me know and I 4 will clarify that for you.
- 5 A. (Witness nodding head.)
- 6 Q. And as you know, you have just been 7 sworn in and your answers will be under oath 8 and we just want to make sure you understand 9 that.
- 10 We ask just so she can also take
- 11 down a clear record that one person speak at a
- 12 time and because we have an interpreter here
- 13 today that can be particularly tricky.
- 14 And as you have already seen so she
- 15 has a chance to translate everything we would
- 16 like to have pauses. So if your answer, you
- 17 think, is going to be long, we ask that you
- 18 pause a bit to give her a chance to translate.
- 19 We will be taking breaks throughout
- 20 the day but if at any time you need a break
- 21 just let me know. The only thing that we ask

3 (Pages 6 to 9)

- 1 is that we will not take a break between a
- 2 question and an answer. And we also ask that
- 3 you please do not discuss your testimony today
- $4\,$ with Ethypharm's attorneys during the breaks.
- 5 Do you have any questions at this 6 point?
- 7 A. No. It's clear.
- 8 MR. BOSTWICK: I have just one
- 9 comment. This is Dwight Bostwick.
- 10 Mr. Liorzou we have discussed
- 11 this at the break, but I want to put it on the.
- 12 record. Mr. Liorzou does speak very nice
- 13 English. To make sure that everything is
- 14 understood we are requesting that the
- 15 translator translate each question and then Mr.
- 16 Liorzou, depending on his comfort level, can
- 17 either answer in English or French at his
- 18 option. And he may get a little more tired
- 19 during the end of the day because it's more
- 20 difficult obviously in a foreign language but
- 21 that's the procedure we have agreed to.

- Page 12
- A. I work mainly for an American
- 2 company in the food supplement business.
- 3 Q. And what is the name of that
- 4 American company?
- 5 A. Kemin Health.
- 6 Q. And what kind of responsibilities do
- 7 you do? What roles do you play for that
- 8 American company?
- 9 A. I am sales manager for France.
- 10 Q. Now, as a consultant do you do any
- 11 work with Ethypharm France or any of its
- 12 subsidiaries?
- 13 A. No.
- 14 Q. Do you know if the American company
- 15 for whom you do consulting does any business
- 16 with Ethypharm France or Ethypharm Spain?
- 17 A. No. No.
- 18 Q. At some point in your career were
- 19 you employed at Ethypharm?
- 20 A. Yes.

Page 11

21 Q. And when was that?

- 1 MS. ABREU: Yes.
- 2 BY MS. ABREU:
- 3 Q. Mr. Liorzou, are you currently
- 4 employed?
- 5 A. Yes, I am working in -- by my own as 6 a consultant.
- 7 O. As a consultant?
- 8 A. Yes.
- 9 Q. So you work out of your home?
- 10 A. No. I have an office.
- 11 Q. You have an office?
- 12 A. Yeah.
- 13 Q. And where is your office located?
- 14 A. Oh, it's 5 kilometers from my home.
- 15 It's town named Paissy in France.
- 16 Q. How long have you been working as a
- 17 consultant?
- 18 A. More or less one and a half, two
- 19 years. One and a half year.
- 20 Q. And what kind of consulting do you
- 21 do?

- 1 A. From '79 to 2004.
- 2 Q. And at which Ethypharm offices were
- 3 you employed?
- 4 THE INTERPRETER: I'm sorry. I was
- 5 just putting the date.
- 6 BY MS. ABREU:
- 7 Q. At which Ethypharm offices was he
- 8 employed?
- 9 A. Different I spent some time in
- 10 the factory of Oudeus which is a factory of
- 11 Ethypharm. I spent three years in Brazil for
- 12 Ethypharm. And after I have been also in St.
- 13 Cloud which is head office. St. Cloud.
- 15 Cloud winch is head office. St. Cloud.
- 14 Q. So would it be fair to say that you
- 15 worked for Ethypharm France and Ethypharm --
- 16 does Ethypharm have a subsidiary in Brazil?
- 17 MR. BOSTWICK: Objection. Form.
- 18 BY MS. ABREU:
- 19 Q. You can answer the question?
- THE WITNESS: I have worked for
- 21 Ethypharm in general. And I have been delegate

1 or sent to Brazil to create Ethypharm Brazil. 2 And I stayed there as a general director for 3 three years.

- 4 BY MS. ABREU:
- 5 Q. And which three years were those 6 that you spent in Brazil?
- 7 A. '85 to '88.
- 8 Q. And between 1979 and 2004 what were 9 your titles at Ethypharm?
- 10 A. When I started with Ethypharm in '79
 11 we were eight people so I was -- I started as
 12 quality assurance manager. After I worked in
 13 manufacturing and when I came back from Brazil
 14 I started as -- I worked as licensing manager
 15 and commercial director and I ended vice
 16 president, to be short -- to make short.
- 17 Q. Do you recall approximately what 18 years you worked as licensing manager?
- 19 A. Around -- let's see. To be clear,20 in Ethypharm at the time there were no real21 definitive -- definite function, okay? So when

Page 16

4 know. I think -- I believe it was less than 5 100 but I'm not sure honestly. Q. When you left in 2004 how many 7 people were there at that time? A. It was around 600, I think. 9 Aside from being -- you mentioned 10 you were responsibile for the Brazilian, 11 Italian and Spanish subsidiaries as a 12 commercial director and vice president. 13 A. Yes. 14 Q. Let me finish the question. 15 Apart from supervising these 16 subsidiaries what were your responsibilities as 17 commercial director and vice president? A. In fact, I had two responsibilities. 19 I was in charge of licensing. Licensing the 20 product by Ethypharm and I had a team of, I 21 don't remember, four people, let's say, more or

A. I don't remember this. I know that

2 when I left in '85 more or less it was around

3 50 people. When I came back in '88 I don't

Page 15

- 1 I came back from Brazil in '88, let's say I had 2 this function of licensing manager more or 3 less, yeah. And until, I don't know, '99 or 4 2000. And after I was involved in more other 5 activities.
- 6 Q. So from 2000 to 2004 you were both 7 commercial director and vice president?
- 8 A. Yeah, because I had larger team, 9 let's say. I was in charge of subsidiary and 10 things like that.
- 11 Q. Which subsidiaries were you in 12 charge of?
- 13 MR. BOSTWICK: Can we wait for the 14 translation.
- 15 A. Of course the Brazilian I would
 16 always be in. And Italian and Spanish. But
 17 the dates I'm not so sure exactly of the dates.
 18 BY MS. ABREU:
- 19 Q. When you came back from Brazil in 20 1988 how big was Ethypharm? Was it more than 21 eight people at that time?

Page 17

- 1 less, in charge of different geographic areas,2 and myself I was directly involved with Latin3 America. This is for -- this is for licensing4 part.
- And also I was in charge of customer 6 service. Let's say all the clients we had we 7 supplied them with products so I was in charge 8 of customer service and I had six or seven 9 people for customer service.
- 10 Q. In your licensing team you mentioned 11 there were four people. What were the names of 12 those four people, do you remember?
- 13 MR. BOSTWICK: Object to the 14 characterization. You can answer.
- 15 A. This year, for instance, I think
 16 more or less historically Sylire Fondaych.
 17 Fondaych is written F-O-N-D-A-Y-C-H-E.
 18 Something like that. John Philippe Lacomb.
 19 It's written L-A-C-O-M-B. Vincent Guarou,
 20 G-U-A-R-O-U. Solegue Coegnard,
 21 C-O-E-G-N-A-R-D. One was in charge of, let's

5 (Pages 14 to 17)

- 1 say, Germany and some countries. Another one 2 was France and UK. Another one -- it was 3 Italy.
- O. Were any of them in charge of Spain?
- Q. You also mention you worked with a 7 team in your role for customer service. Do you 8 remember who those people were?
- A. The boss was Nathalie Neves. Neves, 10 N-E-V-E-S. And there was four or five ladies. 11 I don't remember the other names.
- 12 Q. And just to clarify was your role as 13 customer service part of your -- is that when 14 you were commercial director? Is that part of 15 that?
- A. Yes. 16
- 17 Q. And what were your responsibilities 18 as vice president?
- 19 A. It was -- I was part of the
- 20 concierge -- not directory -- what is the name?
- 21 THE INTERPRETER: Board of director.

Page 20

- Q. Do you remember which two, three
- 2 years those were?
- A. No, I don't. Exactly around 2000
- 4 more or less. Around 2000. This is difficult 5 to fix exactly the dates.
- Q. Sure. Just to the best of your 7 recollection.
- A. So jack Pierre Germain. Industry
- 9 director in this period Philippe Boudal.
- 10 THE INTERPRETER: Industry director 11 Philippe Boudal. P-H-I-L-I-P-P-E, B-O-U-D-A-L.
- A. I think Roseline Joanesse.
- 13 THE INTERPRETER: R-O-S-E-L-I-N-E.
- 14 THE WITNESS: Joanesse,
- 15 J-O-A-N-E-S-S-E. She was general director or
- 16 something. Paseal Oury, research and
- 17 development. Paseal Oury is written O-U-R-Y.
- 18 I don't remember. Mr. Esmieux, Esmieux,
- 19 E-S-M-I-E-U-X, I think. Esmieux for finance.
- 20 Perhaps one or two more I don't remember
- 21 completely.

- A. Board of director. 1
- BY MS. ABREU:
- Q. Who else was on the board of
- 4 directors with you?
- MR. BOSTWICK: Objection. Time 6 frame.
- BY MS. ABREU:
- 8 Q. While you were vice president and
- 9 while you worked at Ethypharm who else was on
- 10 the board of directors?
- 11 A. Of course, the general manager. You
- 12 know, it depends on the period because there
- 13 was some fluctuation. Which period do you
- 14 exactly want to?
- 15 Q. Say from 1999 through when you left 16 in 2004?
- 17 A. For instance, as a general manager
- 18 in the period, you know, more or less was
- 19 Pierre Germain. In fact, Pierre Germain in
- 20 fact I think he stay just only two years, three
- 21 years. Maximum two, three years.

- Page 19
- Okay. Fair enough. 1
- In your position as licensing
- 3 manager do you remember who you reported to?
- A. Pierre Germain. At the time Pierre
- 5 Germain. Before Gerard Leduc after Pierre
- 6 Germain left -- when Pierre Germain left Gerard
- 7 Leduc.
- 8 Q. And in your role as commercial
- 9 director do you remember who you reported to?
- 10 A. Same.
- Q. Was it the same people as in your
- 12 role as vice president?
- 13 A. I would like to repeat.
- 14 O. Sure.
- 15 A. Before, let's say, the arrival of
- 16 Pierre Germain there were no -- I was not
- 17 member of this particular organization.
- THE INTERPRETER: Board of director. 18
- 19 A. Board of director. There was no
- 20 real function define. I was director of
- 21 licensing at the time before. Then when he

6 (Pages 18 to 21)

1

Page 22

- 1 arrived he organized things better, let's say,
- 2 and so I took this position of director of
- 3 commercial and I was depending -- reporting to
- 4 him, of course, and after when he left I was
- 5 reporting to Gerard Leduc to be more precise.
- THE INTERPRETER: Before Pierre
- 7 Germain he was reporting to Gerard Leduc.
- BY MS. ABREU:
- Q. Did you also say that after just
- 10 to clarify, did you also say that after Germain
- 11 left you reported to Leduc again?
- A. I reported to Leduc, yes.
- 13 MR. BOSTWICK: Let's just make sure
- 14 there is some time for translation. We
- 15 appreciate, Mr. Liorzou, that you are making a
- 16 good effort in English here and it is quite
- 17 helpful for us who don't speak French. It's
- 18 much better for me, but just to make sure you
- 19 understand the questions as they are given
- 20 please pause so she can translate.
- A. When there is doubt or something I

- BY MS. ABREU:
- 2 Q. Anyone else besides Adolfo De 3 Basilio.
- THE WITNESS: Yes. There was two.

Page 24

Page 25

- 5 Minimum at least two other person.
- 6 BY MS. ABREU:
- 7 Q. Do you recall their names?
- A. Yes. Eloy I know is the first name.
- 9 Eloy and Ignacio.
- 10 Q. Eloy Gonzalez?
- 11 A. Eloy Gonzales, yes, that's right.
- 12 And Ignacio --
- 13 Q. Ignacio Alvarez?
- 14 A. I don't know. I don't remember.
- 15 Q. Were they at the Ethypharm Spain
- 16 throughout your tenure at Ethypharm in France?
- A. I don't know how long there have
- 18 been Ethypharm Spain. There were Ethypharm
- 19 Spain during this period, but I don't know how
- 20 long. I don't know how many times. I don't
- 21 know.

Page 23

- 1 come back.
- MR. BOSTWICK: Right. Right. And
- 3 the same thing if there is a difficult concept
- 4 you can explain in French if you feel more
- 5 comfortable.
- A. It is reflexes.
- MR. BOSTWICK: It's hard because you
- 8 are having a conversation.
- MS. ABREU: If you need her to
- 10 translate certainly don't hesitate to ask.
- 11 A. It is okay. Working well.
- BY MS. ABREU: 12
- Q. You mentioned that you were I guess
- 14 in your role as commercial director and also as
- 15 vice president you were responsible for
- 16 supervising Ethypharm Spain.
- 17 A. Yes.
- Q. Who were your primary contacts at
- 19 Ethypharm Spain.
- 20 A. Adolfo De Basilio.
- 21 THE INTERPRETER: Adolfo De Basilio.

- 1 Q. So you don't remember when they 2 started?
 - A. I don't know exactly. I don't know.
 - 4 No. I don't know honestly.
 - Q. Okay. Fair enough.
- 6 What were the circumstances of your
- 7 departure from Ethypharm in 2004?
- A. I left Ethypharm because we name in
- 9 France of a process here, a social plan.
- 10 THE WITNESS: I left Ethypharm
- 11 France in 2004 because we had -- it's a social
- 12 plan we decide with the direction to get them
- 13 severed from the society.
- 14 May I ask a question to be sure I
- 15 understand?
- 16 MS. ABREU: Sure.
- 17 THE WITNESS: Because of financial
- 18 reasons you have some accord with the
- 19 government -- agreement with the government and
- 20 you could receive some amount. It is not
- 21 totally a severance package but a retirement

7 (Pages 22 to 25)

- 1 package but some people could get out of the
- 2 firm and receive a little money for that.
- 3 BY MS. ABREU:
- 4 Q. Do you remember approximately when
- 5 in 2004 that happened?
- 6 A. Yes, precisely.
- 7 Q. When was that?
- 8 A. I left Ethypharm the 5th of July 9 2004.
- 10 O. And who was involved in the decision
- 11 to make the severance plan for you?
- 12 A. The general manager at the time.
- 13 Q. Who was that?
- 14 A. It was -- the general manager was
- 15 Mr. Quintrald, Q-U-I-N-T-R-A-L-D.
- 16 Q. And did anyone else leave at the
- 17 same time as you according to that social plan?
- 18 A. Several people, yeah.
- 19 Q. And who were those people?
- 20 A. Different employees at different
- 21 level. I don't know exactly. I know that it

Page 28

- 1 a little bit now about your language skills.
- 2 Evidently your English is quite good.
- 3 THE INTERPRETER: Thank you.
- 4 BY MS. ABREU:
- 5 Q. You're welcome. Do you feel
- 6 comfortable speaking in English?
- 7 A. Yes. Depends with whom to be clear.
- 8 Depends with whom. It depends how long. You
- 9 know, in each language -- I speak different
- 10 languages and I can measure my quality of
- 11 language to the time.
- 12 O. Fair enough.
- 13 A. After a while already -- I was
- 14 telling Dwight yesterday after a while I get
- 15 tired and my English becomes less fluent and my
- 16 vocabulary is poorer and poorer. Okay?
- 17 Q. I understand.
- 18 A. And also the understanding -- the
- 19 understanding depends on the people. I
- 20 understand you quite well.
- 21 Q. Okay. Thank you.

Page 27

- 1 were around 100 people.
- 2 Q. And were they all employed in
- 3 France?
- 4 THE WITNESS: I don't know.
- 5 A. I think, mainly. Yeah, I think 6 mainly.
- 7 Q. Do you recall if any of those people
- 8 who left as part of the social plan were
- 9 employed in Ethypharm Spain?
- 10 A. No. Ethypharm Spain was closed
- 11 before.
- 12 Q. Okay.
- 13 A. Spain was closed before this
- 14 happened.
- 15 Q. Okay. Do you remember when Spain
- 16 was closed?
- 17 A. No, I don't remember. Don't
- 18 remember. The years, I don't know. 2003
- 19 perhaps or something like that. I don't know.
- 20 I can make a mistake.
- 21 Q. Do you -- and I just want to ask you

- Page 29
- 2 speed, the accent and it depends.
- 3 Q. Sure. While you were employed at

A. I tell you it is a question of the

- 4 Ethypharm did you also speak English as you do
- 5 today?
- 6 A. It was more or less the same I
- 7 think.
- 8. Q. Do-you speak-Spanish?
- 9 A. I speak my Spanish. No, I don't
- 10 really speak Spanish. I speak Portuguese
- 11 because I live in Brazil and I travel a lot to
- 12 Latin America. So I speak a kind of bottom tin
- 13 nil. You know? Mixing of Spanish and
- 14 Portuguese. I can read Spanish more or less,
- 15 but when I have to speak it's really my
- 16 Spanish. It's not a problem in Latin America.
- 17 It's really a problem in Spain. In Spain I
- 18 have difficulties.
- 19 Q. You have difficulties?
- 20 A. Yes.
- 21 Q. Do you have difficulties reading say

- 1 a contract in Spanish?
- 2 A. No. It takes time. I can read
- 3 contract in Spanish. It's busy. It's work.
- 4 But I can do it.
- 5 Q. What do you mean by busy?
- 6 A. I have to take care. I have to read
- 7 all the names sometime. I have to try to
- 8 understand. I can do it.
- 9 Q. So it's difficult but --
- 10 A. It's difficult. It's possible.
- 11 Q. Would it be easier for you to read
- 12 it in English than in Spanish?
- 13 A. Oh, yes.
- 14 Q. Mr. Liorzou, have you ever heard of
- 15 my client Bentley Pharmaceuticals, Inc.?
- 16 A. Yes.
- 17 THE WITNESS: Yes, I already heard 18 about them.
- 19 BY MS. ABREU:
- 20 Q. I will -- during this deposition I
- 21 will refer to Bentley Pharmaceuticals, Inc.,

- Page 32
- 1 Q. Is it okay with you if I refer to
- 2 Laboriatorious Belmac as Belmac in today's
- 3 deposition?
- 4 A. Yes. I understand.
- 5 Q. Thank you. Do you know what the
- 6 business of Laboriatorious Belmac is in Spain?
- 7 Let me clarify that.
- 8 A. Yeah. Maybe.
- 9 Q. Not where it is but do you know --
- 10 A. Which kind of --
- 11 Q. What business?
- 12 A. Yeah. Which kind --
- 13 Q. What is the business of
- 14 Laboriatorious Belmac?
- 15 A. Yes. Belmac in Spain is a
- 16 pharmaceutical company. They have their own 17 products on the market. And they are a factory 18 where as they can manufacture products.
- 19 Q. Do you know what products it has on 20 the market in Spain?
- 21 A. I know one.

Page 31

- 1 the United States company as Bentley. Is that 2 okay?
- 3 A. Okay.
- 4 Q: Have you ever heard of
- 5 Laboriatorious Belmac?
- 6 A. Yes.
- 7 Q. And what is your understanding of
- 8 Laboriatorious Belmac?
- 9 MR. BOSTWICK: Objection. Vague.
- 10 Form of the question.
- 11 BY MS, ABREU:
- 12 Q. What do you understand
- 13 Laboriatorious Belmac to be? Where is it
- 14 located?
- 15 MR. BOSTWICK: Objection. Compound.
- 16 A. Belmac is located in Spain in
- 17 Zaragosa.
- 18 Q. Zaragosa, Okay. Do you know
- 19 whether Belmac is related to Bentley?
- 20 A. Yes. Belmac is a subsidiary of
- 21 Bentley.

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- 1 Q. And what is that one product?
- A. One of their product is Omeprazole.
- 3 I don't remember the trade name in Spain but
- 4 it's Omeprazole. Belmac Omeprazole. I don't
- 5 remember.
- 6 Q. Do you know if they are licensed by
- 7 the -- authorized by the Spanish government to
- 8 market Omeprazole?
- 9 MR. BOSTWICK: Objection.
- 10 Foundation.
- 11 A. Yes, I believe because the product
- 12 was on the Spanish market.
- 13 Q. Let's go back to your role while you
- 14 were working at Ethypharm in France and
- 15 specifically while you supervised Ethypharm
- 16 Spain.
- What was the relationship between
- 18 Ethypharm France and Ethypharm Spain?
- 19 MR. BOSTWICK: Objection. Vague.
- 20 BY MS. ABREU:
- 21 Q. You can answer the question.

9 (Pages 30 to 33)

- 1 A. You know, to be clear, the period
- 2 when I arrived it was a period -- when I
- 3 arrived as commercial manager it was a period
- 4 with there was some -- with the arrival of
- 5 Pierre Germain there was some mediation in the
- 6 state. He was the favor and everything, but
- 7 and so my -- when I arrived -- when I arrived
- 8 we had a subsidiary in Spain and this
- 9 subsidiary had to find new clients Ethypharm
- 10 for licensing and they were also taking care of
- 11 the relationship with Belmac. Which Belmac was
- 12 a manufacturer for us for different products.
- 13 Q. Was Belmac also a client?
- 14 A. Yes.
- 15 MR. BOSTWICK: Veronica, I just want
- 16 to point something out to Mr. Liorzou. When I
- 17 make an objection you can answer the question
- 18 -- if you understand the question you can
- 19 answer it. If you do not understand -- if you
- 20 are having difficulty understanding, please ask
- 21 for clarification. But unless I tell you don't

- Page 36 1 find clients for a particular product?
- 2 A. No, no. This should. This should
- 3 find clients for the benefit of Ethypharm in
- 4 general. All the product developed by
- 5 Ethypharm should be licensed to client in Spain
- 6 and registered in Spain which was involved to
- 7 find new clients. But this structure to be
- 8 used at the time was not working very well. It
- 9 was more -- there was more based on their
- 10 relationship with manufacturing at that time.
- 11 Q. Okay.
- 12 A. It was no developer of this. This
- 13 was my rule to delve up more this licensing
- 14 aspect in Spain which was not very well
- 15 developed at the time.
- 16 Q. At the time, okay. And you
- 17 mentioned that Spain was focused on
- 18 manufacturing. Who manufactured for Ethypharm
- 19 Spain?
- 20 A. Belmac was a manufacturer of some
- 21 products and this was followed by Ethypharm

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- 1 answer, it is a matter of --
- 2 MS. ABREU: It is an administrative 3 matter.
- 4 MR. BOSTWICK: It's a matter between
- 5 lawyers.
- 6 A. It is always quite stressing.
- 7 MR. BOSTWICK: And I think it's best
- 8 if all the questions do go through the
- 9 interpreter because that just will help assure
- 10 that you have understood what the question is.
- 11 A. Yes. I have some question. Yeah.
- 12 Okay.
- 13 BY MS. ABREU:
- 14 Q. You mentioned that Ethypharm Spain,
- 15 the Spanish subsidiary of Ethypharm was in part
- 16 intended to find new clients for Ethypharm. Is
- 17 that an accurate statement?
- 18 MR. BOSTWICK: Objection.
- 19 A. Yes.
- 20 BY MS. ABREU:
- 21 Q. Were they -- was that intended to

- 1 Spain.
 - 2 Q. What do you mean by "was followed by
 - 3 Ethypharm Spain"?
 - 4 A. I mean that Ethypharm Spain was
 - 5 playing a role of customer service vis-a-vis
 - 6 Belmac.
 - 7 THE INTERPRETER: Ethypharm Spain
 - 8 was having a role as or was taking the role of
 - 9 customer service for Belmac.
 - 10 BY MS. ABREU:
 - 11 Q. And what did Ethypharm Spain do in
 - 12 its role as customer service for Belmac?
 - 13 THE INTERPRETER: For Ethypharm or
 - 14 for Belmac in your question?
 - MS. ABREU: For Ethypharm.
 - 16 A. Ethypharm --
 - 17 THE WITNESS: In my memory the
 - 18 client was receiving all the orders from the
 - 19 customer.
 - 20 A. For some products.
 - 21 THE WITNESS: For some products.

10 (Pages 34 to 37)

Page 38 A. Ethypharm was giving others to

- 2 Belmac. Belmac was manufacturing and
- 3 delivering the products to most of Ethypharm.
- 4 Yes. And we were invoicing -- honestly I don't
- 5 remember if it was Belmac or Ethypharm. I
- 6 don't remember exactly. I know also that there
- 7 was some -- the Ethypharm was taking care of
- 8 the supply of some ingredients to Belmac.
- O. And when you say Belmac manufactured 10 and sold some products for Ethypharm's clients
- 11 do you recall what those products were?
- A. One very clearly. It's Omeprazole,
- 13 of course. Two or three other product. I
- 14 remember one was Aspirin. Acid acetylide I'm
- 15 sorry. It's a trademark. Acid acetylide, AAS,
- 16 acid acetylide. It's Aspirin.
- Q. Okay. So they are the same. Okay.
- A. Lansoprazole. And there were two
- 19 other products but I am confused. I think
- 20 Indomethacin but I'm not sure. I think.
- 21 Q. And in your role as commercial

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- 1 Q. Do you remember if it was early in 2 the year or --
- A. No. It was the beginning of the 4 year.
- 5 And the second time in Paris in St. 6 Cloud.
- 7 Q. In St. Cloud?
- A. In St. Cloud at the end of 2000, I 9 think.
- 10 Q. Going back to the Madrid meeting in 11 early 2000 do you recall who attended that 12 meeting?
- 13 A. Yes.
- Q. And who were those people?
- 15 A. I remember -- to be clear from our
- 16 side I remember that we went to Madrid with
- 17 Pierre Germain, Philippe Boudal. Boudal,
- 18 B-O-U-D-A-L, myself, and we had a meeting with
- 19 Adolfo De Basilio in Madrid. And after we had
- 20 lunch with people of Belmac and perhaps also of
- 21 Bentley. I don't know.

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- 1 director did you have any direct contacts with
- 2 anyone at Belmac?
- 3 A. No.
- Q. Who did you talk to?
- 5 A. When?
- Q. At any time during your tenure as 7 commercial director.
- A. No, no. I had some contacts, yes,
- 9 but we had some meetings. We had -- yeah, we
- 10 had some meetings at some period but let's say.
- 11 that I have never been to Zaragosa, for
- 12 instance, and I met the people of Belmac two or
- 13 three times.
- Q. Do you recall when?
- A. I met them once in Madrid. I don't
- 16 exactly remember which date.
- Q. Do you remember which year?
- 18 A. 2000. Yes, 2000.
- 19 Q. Do you remember approximately what
- 20 month in 2000?
- 21 A. No. No.

- Q. Who were the people of Belmac at 2 that lunch?
- A. I honestly don't remember very well.
- 4 I believe that we met Herrera and Mr. Murphy
- 5 but I am not sure. We had lunch with people of
- 6 Belmac but honestly it was very quick and I
- 7 don't remember very well. I remember this date
- 8 because it was -- we took a very early plane.
- 9 I remember because it doesn't happen often. We 10 took an early plane with Pierre Germain,
- 11 Philippe Boudal and it was overbooked so --
- 12 Q. So it wasn't a good day?
- 13 A. We had to wait two hours at the
- 14 airport and made a big scandal because Pierre
- 15 Germain is a very tough guy and we were given a
- 16 lot of money for that. And so we arrive very
- 17 have late in Madrid. We had this quick meeting
- 18 because it was great effort. We met Adolfo De
- 19 Basilio at that time to explaining what was the
- 20 new rules we wanted to work, and after we had
- 21 lunch with Belmac and perhaps Mr. Murphy I'm

11 (Pages 38 to 41)

- 1 not sure. Okay. But I don't remember anyway.
- 2 Q. Okay. Do you remember Mr. Herrera 3 being there as well?
- 4 A. No, I don't remember.
- 5 Q. And you mentioned you are not sure
- 6 that Mr. Murphy was there, correct?
- 7 A. No, I'm not sure.
- 8 Q. Do you know who Mr. Herrera is at 9 Belmac?
- 10 A. Yes.
- 11 Q. Who is he at Belmac? What role does 12 he play?
- 13 A. I think he is managing director of
- 14 Belmac and responsible for Belmac or was
- 15 responsible for Belmac.
- 16 Q. And do you know who James Murphy is?
- 17 A. Yes. James Murphy is, I think, the
- 18 chairman of Bentley.
- 19 Q. Did he ever tell you that himself?
- 20 A. Yeah, because he gave he gave me 21 his card.

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- 1 A. Honestly as I told you, I don't know
- 2 if it is in Madrid when I met people of Belmac
- 3 and Bentley or if it is the second time. This
- 4 is second time, sure, I met Mr. Murphy in Paris
- 5 the same year.
- 6 Q. Is this the St. Cloud meeting at the 7 end of 2000? Is that what you mean by the
- 8 second time?
- 9 A. Yes.
- 10 Q. And we will talk about that a little 11 later but I want to focus on the first meeting 12 first, the one in Madrid in 2000.
- 13 At that time or any time during your 14 tenure at Ethypharm were you aware of whether
- 15 Mr. Murphy had a position at Belmac in Spain?
- 17 THE WITNESS: No. Honestly, no.
- 18 BY MS. ABREU:
- 19 Q. Do you recall at the meeting in

A. No. No. Honestly, no.

- 20 Madrid in early 2000 at the lunch meeting with
- 21 -- that you mentioned Mr. Herrera attended do

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- 1 Q. And this is what you brought with
- 2 you that's marked as EP 009250?
- 3 A. Yes, yeah.
- 4 MR. BOSTWICK: As long as we -- if
- 5 you are going to refer to it we probably should
- 6 just mark it as Exhibit 1.
- 7 MS. ABREU: Let's mark that as
- 8 Exhibit 1.
- 9 (Deposition Exhibit No. 1 was marked 10 for identification.)
- 11 BY MS. ABREU:
- 12 Q. Have you had a chance to review
- 13 Exhibit 1?
- 14 A. It was in my pocket.
- 15 Q. I know it's very long.
- 16 A. It's good to ask the question.
- 17 Q. Fair enough. Do you remember seeing 18 this before?
- 19 A. Yes.
- $20 \cdot \cdot \cdot Q.$ And when do you remember was the
- 21 first time you saw that?

- 1 you recall what was discussed at that meeting?
- 2 A. No. Honestly, no. No, no, no.
- 3 Q. Do you recall what was the purpose 4 of that lunch meeting?
- 5 MR. BOSTWICK: This is the meeting 6 in Spain?
- 7 MS. ABREU: The lunch meeting in
- 8 Spain in Madrid in 2000.
- 9 A. No. I told you I was not myself
- 10 I was not really interested by this meeting. I
- 11 was more interest when we went to Spain to the
- 12 conversation we had with Adolfo De Basilio
- 13 because the purpose was to try to modify the
- 14 structure of Ethypharm Spain to focus its
- 15 activity more on licensing in Spain and to
- 16 operate all the customer service it was doing
- 17 in Spain to operate it in France.
- 18 Q. Oh, really?
- 19 A. To develop operation so perhaps --
- 20 well, it was an opportunity to meet up with
- 21 because we had some problems at the time, I

- 1 don't know, with Belmac or -- I don't know what 2 was exactly the purpose of the visit. I don't 3 remember very well.
- 4 Q. And was the first part of that 5 meeting, the part with Mr. De Basilio, was that 6 -- where was that located?
- 7 THE WITNESS: In the office.
- 8 BY MS. ABREU:
- 9 Q. In which office?
- 10 A. In the office of Ethypharm Spain. I11 don't remember the address. Colon. Something12 colon.
- 13 Q. Fair enough. Now, you mentioned 14 that part of that purpose was to move clients 15 back to France?
- MR. BOSTWICK: I'm going to object 17 to the recharacterization of his testimony.
- 18 A. Yes, precisely. Not to recuperate 19 the client because the clients were from Spain, 20 but it was to -- the purpose was to recuperate 21 the customer service to centralize customer

Page 48 1 It was fixed, this meeting, with them but I

- 2 don't remember exactly what was the purpose and 3 which was where. I don't remember. I honestly 4 don't remember.
- 5 Q. Do you have any understanding as to 6 who fixed that meeting with Mr. Herrera?
- 7 A. I think it was been established by8 Adolfo De Basilio.
- 9 Q. So just to clarify this for the 10 record, you don't remember anything that was 11 discussed at that meeting; is that correct?
- A. No. No. No, no, no, not really.
- 13 Q. How about -- let's focus on the 14 meeting in St. Cloud now at the end of 2000.
- 15 MR. BOSTWICK: Does it makes 16 sense -- we have been going for an hour and 15 17 minutes to break at this juncture?
- MS. ABREU: Let me just finish this 19 line of questioning and then we can take a 20 break.
- 21 A. Okay.

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1

- 1 service in France because we wanted to create a 2 real customer service in France and we wanted 3 to incorporate also all Spanish activities 4 inside this customer service.
- 5 Q. So were you going to move customer 6 service from Spain back to France?
- 7 A. No, because the people -- we were 8 going to close the office in Spain. The people 9 who were involved in this -- we wanted to have 10 a light office, light, small office in Spain in 11 fact. Okay. Focused on licensing for Spanish 12 and Portuguese market.
- 13 Q. Who was involved at that time in 14 customer service in Spain?
- 15 A. Well, it was it was two guys I 16 know I mentioned; Eloy and Ignacio.
- 17 Q. And do you recall how -- also at 18 that Madrid early 2000 meeting after you met 19 with Mr. De Basilio do you recall how it came 20 about that you went to lunch with Mr. Herrera?
- 21 A. No, no. It was previous, you know?

Page 49 BY MS. ABREU:

- 2 Q. Do you recall approximately when at 3 the end of 2000 that was? Do you recall if it 4 was the fall, the winter?
- 5 A. It was -- I know it was at the end 6 of the year. I think it was November or 7 something like that. I don't know the exact 8 date but it was in this area.
- 9 Q. And where was the meeting? Where in 10 St. Cloud was the meeting held?
- 11 A. At a restaurant in France.
- 12 Q. You have good meetings in France.
- 13 A. Yeah, look. No, uhm, it was in St.
- 14 Cloud, yes, at a restaurant close to the 15 office.
- 16 Q. Okay.
- 17 A. İ remember. This I remember very 18 well.
- 19 Q. And when you say close to the office 20 you mean the Ethypharm France's office?
- 21 A. Yes.

13 (Pages 46 to 49)

- 1 Q. Do you recall who was in attendance 2 at that meeting?
- 3 A. Yes.
- 4 Q. And who was at that meeting?
- 5 A. There were different people. They
- 6 were from Ethypharm France from Ethypharm
- 7 industry. Gerard Leduc, Pierre Germain,
- 8 myself. From Ethypharm Spain Adolfo De
- 9 Basilio, Herrera from Belmac and Murphy from 10 Bentley.
- 11 Q. Anyone else?
- 12 A. I don't believe, no.
- 13 Q. Do you recall what the purpose of
- 14 that restaurant lunch meeting was? Was it
- 15 lunch or was it dinner, do you recall?
- 16 A. It was lunch. In fact, we had two
- 17 tables. We had some problems for organization
- 18 because due to the fact that we wanted to keep
- 19 out from Spain customer service, you know. We
- 20 wanted to change the organization there and I
- 21 told you that some ingredients were supplied by

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- 1 that were discussed at that time?
- 2 A. Well, I was told after, you know,
- 3 because I made some memos at this time and so I
- 4 -- this spoke of what would be the future of
- 5 the relationship between the two companies and
- 6 they wanted to establish some contract between
- 7 Ethypharm and I don't know Bentley perhaps or
- 8 Belmac. I don't know exactly which was whom
- 9 and they wanted to discuss some more important
- 10 subject I told you.
- 11 Q. When you say discuss the
- 12 relationship between the two companies which
- 13 two companies are you referring to?
- 14 A. It was the relationship between I
- 15 think Ethypharm and Bentley or Belmac. I don't
- 16 know. Between -- I think -- well, it was a
- 17 discussion between Murphy and Leduc. So from
- 18 which company I think Murphy was speaking for 19 Bentley.
- 20 Q. Did Murphy say he was speaking for
- 21 Bentley, to your knowledge?

- 1 the Spanish Ethypharm Spain to Belmac and so we
- 2 wanted to make this seem more simple. We
- 3 wanted this kind of conversation so we in
- 4 fact, we had two tables. We had a meeting with
- 5 the --
- 6 THE INTERPRETER: Executive.
- 7 A. So I was taking part of this to
- 8 organize with Herrera, myself and Adolfo Desages
- 9 Basilio.
- 10 BY MS. ABREU:
- 11 Q. Was that at the first table?
- 12 A. The first table, yeah. We spoke of,
- 13 I don't know, who will supply to when or to
- 14 whom the ingredients will be invoiced to whom.
- 15 You know this kind of thing. Then this was
- 16 another table at the other corner of the
- 17 restaurant with a VP and with Leduc, Murphy and
- 18 Pierre Germain and they discussed more, let's
- 19 say, important subjects.
- 20 Q. Do you have any understanding or any
- 21 knowledge of what those important subjects were

- 1 A. Now, this I don't know during the --
- 2 I don't know. This I can't tell you.
- 3 Q. Just to backtrack a little bit. You
- 4 said you heard about the discussion at that
- 5 table. Who told you about that discussion, do
- 6 you remember?
- 7 A. No. I believe it was John Leduc
- 8 because I asked him, of course, or perhaps it
- 9 was Gerard Leduc and Pierre Germain. I made a
- 10 kind of summary of their discussions.
- 11 Q. When you say -- you mentioned
- 12 earlier the relationship between the two
- 13 companies and one of the companies was
- 14 Ethypharm, do you know whether that was
- 15 Ethypharm in France or Ethypharm in Spain that
- 16 was discussed at table 2 with Leduc?
- 17 A. Table 1 I tell you it was really
- 18 with Adolfo, myself, Herrera. It was really a
- 19 discussion concerning -- it's logistic problems
- 20 between -- it was the three companies in fact;
- 21 Belmac, Ethypharm Spain and Ethypharm France to

- 1 organize in order. And on the other table it
- 2 was really a discussion between Ethypharm,
- 3 Ethypharm, Ethypharm, the mother company and
- 4 Murphy. Murphy, I don't know. For me as it
- 5 was introduced -- he was introduced as Bentley
- 6 because he gave me his card as Bentley. I
- 7 believe it was for the relationship between
- 8 Bentley and Ethypharm to my opinion.
- 9 Q. When you say Ethypharm, the mother
- 10 company, you mean Ethypharm France?
- 11 A. Yes.
- 12 Q. And when you mentioned that to you
- 13 Murphy was introduced as Bentley is that
- 14 business card the only basis for that
- 15 statement?
- 16 A. Yes, let's say. Also -- well, I
- 17 would say that to my opinion if we met in two
- 18 tables it was not for fun. I mean, Mr. Leduc
- 19 wanted to speak with Bentley because he was a
- 20 guy who was in charge of -- he was a
- 21 responsible guy, the guy who was deciding.

- Page 56
- 1 logistics of the relationship between Belmac
- 2 and Ethypharm Spain and Ethypharm France. Is
- 3 that your understanding? Is that a correct
- 4 statement of your testimony?
- 5 A. Yeah.
- 6 Q. Was that conversation pertaining to
- 7 Omeprazole or any of the other drugs that you
- 8 had mentioned earlier that Belmac made for
- 9 Ethypharm?
- 10 A. Yes. It was -- yeah. It was what
- 11 was manufactured in Belmac.
- 12 Q. And --
- 13 A. And Omeprazole, Lansoprazole. I
- 14 told you Aspirin and perhaps acid acetylide.
- 15 Yeah.
- 16 Q. What kind of logistics did you
- 17 discuss at that table about the manufacture of
- 18 Omeprazole in Spain?
- 19 A. I don't know. It's too far.
- 20 Honestly. It's too far. I remember that we
- 21 had some discussion of who would advise, who

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- 1 Q. Did Mr. Leduc set up this lunch 2 meeting?
- 3 A. I don't know. I don't know.
- 4 Q. Do you have any knowledge as to
- 5 whether anybody else at Ethypharm set up this 6 meeting?
- 7 A. Could be Adolfo De Basilio or so --
- 8 De Basilio it can be.
- 9 Q. Okay. So...
- 10 A. I think -- as I explain to you, I
- 11 think there were two different subjects to be
- 12 discussed. Seemed realistic problems and this
- 13 I think Adolfo De Basilio, myself, we were
- 14 interested to solve some problems and there
- 15 were more general problems and I think that
- 16 this was more the point of Mr. Leduc, for
- 17 instance.
- 18 Q. Let's focus on table 1 first, on
- 19 your table. That is the one that you mentioned
- 20 that De Basilio and Mr. Herrera were at that
- 21 table. You mentioned you were discussing the

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- 1 would be supplied, this, that. It was really 2 logistic problems.
- 3 Q. Do you recall whether you discussed 4 clients?
- 5 A. I don't know. I don't -- I think it
- 6 was more general than -- I don't know.
- 7 Q. And just to clarify this for the
- 8 record, do you recall whether the logistics you
- 9 are discussing for the manufacture of
- 10 Omeprazole and the other drugs that you
- 11 mentioned were those drugs manufactured in
- 12 Spain?
- 13 A. Yes.
- 14 Q. And is that the drugs that Belmac
- 15 made in Spain?
- 16 THE WITNESS: For third party or for
- 17 themselves?
- 18 BY MS. ABREU:
- 19 Q. And when you mean themselves, for
- 20 Belmac themselves?
- 21 A. Omeprazole, for instance, was a

15 (Pages 54 to 57)